India: Opportunities in Aerospace and Defense

Focus: India's MMRCA Procurement

Recent improvements in U.S. – Indian relations are opening opportunities for U.S. companies in India's $30 billion defense market. Among the biggest projects is India's Medium Multi-Role Combat Aircraft (MMRCA) Procurement - the largest international fighter aircraft procurement in over a decade. U.S. companies, such as Lockheed Martin and Boeing, are competitively bidding against Russian, French, Swedish and European Union aerospace companies for the $10 billion MMRCA tender to provide 126 fighter aircraft to the Indian Air Force.

CS Baltimore has teamed up with Lockheed Martin and Northrop Grumman to bring you the latest on the MMRCA and to talk about supplier opportunities, India's offset requirements and learn how CS Baltimore can help you find Indian partners.

Agenda

8:45 – 9:00 am	**Registration/Continental Breakfast**
9:00 - 9:15 am	**Welcome** Ellen O. Moyer, Mayor, City of Annapolis
9:15 - 9:45 am	**India Market Overview** Dr. Abdul Queder Shaikh, Senior International Economist, U.S. Department of Commerce
9:45 - 10:00 am	**Market Context: U.S. – India Defense Relations** Nilkhil "Nik" Khanna, Director, Aerospace & Defense, U.S. – India Business Council
10:00 - 10:15 am	Break
10:15- 11:15 am	**India's MMRCA: Understanding Industry Offset Requirements** Edward C. Gordon, Manager, Int'l Offsets, Northrop Grumman Phillip Georgariou, Director, Industrial Cooperation, Lockheed Martin
11:15 – 11:30 am	**Market Context: Indian Business Culture** Sheila Khatri, President, Moti International
11:30 – 11:45 pm	**Using the U.S. Commercial Service to Find Indian Partners** Kenneth C. Duckworth, Commercial Officer, U.S. Export Assistance Center
11:45 am – 12:05 pm	**Q & A**
12:10 pm	**Closing**

Date/Time: September 28, 2009
8:45 am – 12:10 pm

Venue: Historic City Hall, 160 Duke of Gloucester Street, Annapolis, MD. Free Parking.

Registration: Space is limited. Please register online no later than September 24, 2009:
http://www.export.gov/eac/show_detail_trade_events.asp?EventID=29832

Fee: $25

Moti International, LLC